

## Message Text

UNCLASSIFIED

PAGE 01 GEORGE 00346 121754Z

47

ACTION COME-00

INFO OCT-01 ARA-10 ISO-00 EB-07 L-02 EUR-12 EA-10 AGR-10

CIAE-00 INR-07 LAB-04 NSAE-00 SP-02 STR-04 TRSE-00

CIEP-02 FRB-01 OMB-01 /073 W  
----- 013077

P 111930Z MAR 75

FM AMEMBASSY GEORGETOWN  
TO SECSTATE WASHDC PRIORITY 952

UNCLAS GEORGETOWN 0346

DEPT ALSO PASS DOC FOR ACTION

E.O. 11652: N/A

TAGS: ETRD, BEXP, GY

SUBJECT: PM BURNHAM SEEKS USG SUPPORT ON DELIVERY OF COTTON GIN

REF: GEORGETOWN A-924

1. JUST BEFORE HE BOARDED PLANE FOR LONDON (AND PEKING) ON AFTERNOON MARCH 8, PM BURNHAM TOOK ME ASIDE AT AIRPORT IN PRESENCE OF NORMAN MCLEAN, DIRECTOR GENERAL OF GUYANA'S NATIONAL SERVICE (GNS) TO REQUEST MY HELP IN OBTAINING PROMPT DELIVERY OF LARGE COTTON GIN. GNS IS IN PROCESS OF ORDERING FROM US FIRM, LUMMUS COTTON GIN CO; 712 TENTH AVENUE, COLUMBUS, GA. 31902 (TELEPHONE 404-322-4511).

2. ACCORDING TO BURNHAM AND MCLEAN, LUMMUS SENT REPRESENTATIVE (NORRIS HARTE) TO GUYANA IN FEBRUARY TO VISIT 5,000 ACRE COTTON PROJECT (SEE REF) AND TO ARRANGE DETAILS OF COTTON GIN PURCHASE. GNS AND GOG HAVE AGREED ON TYPE OF GIN, TERMS OF PAYMENT, AND OTHER DETAILS BUT GOG HAS BEEN UNABLE SECURE FIRM COMMITMENT FROM LUMMUS ON DELIVERY DATE. THEY TOLD ME GOG HAS ALREADY MADE 189 PERCENT CASH DOWN PAYMENT TO LUMMUS, AND DISPATCHED GNS ASSISTANT DIRECTOR GENERAL DESMOND ROBERTS TO USA TO NEGOTIATE DELIVERY TERMS FURTHER WITH LUMMUS.

ACCORDING TO MCLEAN (SUPPLEMENTED BY INFORMATION FROM GNS STAFF  
UNCLASSIFIED

UNCLASSIFIED

PAGE 02 GEORGE 00346 121754Z

OFFICER) GNS NEEDS TO HAVE GIN INSTALLED NLT MID-JULY IN ORDER

TO HANDLE CROP DUE TO BE HARVESTED SEPTEMBER. LUMMUS SO FAR ONLY WILLING TALK IN TERMS AUGUST DELIVERY AND INSTALLATION. ANOTHER ISSUE, THOUGH DOUBTLESS SECONDARY, IS LUMMUS DEMAND FOR PAYMENT OF 90 PERCENT BALANCE ON DELIVERY AT US PORT, WHILE GNS WANTS TO PAY BALANCE ONLY WHEN GIN SET UP AND OPERATING.

4. BURNHAM ASKED FOR MY INTERVENTION ON GROUNDS THAT COTTON PROJECT IS VITAL ELEMENT OF HIS GOVT'S PLAN TO FEED-CLOTHE-HOUSE (FCH) NATION BY 1976. GOS IS UTILIZING PART OF US DOLS 25 MILLION LOAN FROM PEOPLES REPUBLIC CHINA (PRC) TO ESTABLISH TEXTILE MILL, FOR WHICH PLANS WELL ALONG, AND SOME PRC TECHNICAL PERSONNEL ALREADY IN COUNTRY.

5. BURNHAM CALLED MY ATTENTION TO FACT HE HAD SPOKEN TO NEW SOVIET AMBASSADOR JUST BEFORE TALKING TO ME (QUOTE PLAYING NO FAVORITES UNQUOTE). HE EXPLAINED THAT IN VIEW OF UNCERTAINTY REGARDING DELIVERY OF LUMMUS GIN, GNS WAS PLACING ORDER WITH USSR FOR TWO SMALLER MOBILE GINS WHICH RUSSIANS ASSURED THEM CAN BE DELIVERED BY JULY. HE SAID RUSSIANS GINS WOULD BE NEEDED ANYHOW FOR EXPANSION OF COTTON PRODUCTION ON SMALLER ACREAGE IN OTHER PARTS OF COUNTRY. HE SAID EMPHATICALLY GNS NEEDS LUMMUS GIN AND IS PREPARED PAY CASH (I ASSUME HE MENTIONED PURCHASE FROM USSR TO AVERT MISUNDERSTANDING IN EVENT WE LEARNED ABOUT IT FROM OTHER SOURCES.)

6. ACTION REQUESTED: I WOULD APPRECIATE IT GREATLY IF DEPT AND DOC COULD IMPRESS ON LUMMUS EXECUTIVES THAT IT WOULD BE IN THEIR INTEREST TO MAKE SPECIAL EFFORT TO MEET GOG TARGET DATE, CONSIDERING THE FACT THAT GUYANA'S LEAD IN COTTON GROWING MAY PROVIDE EXAMPLE FOR OTHER CARIBBEAN, LA AND AFRICAN GOVTS, JUST AS GUYANA IS TAKING ITS LEAD FROM TANZANIA. FROM STANDPOINT OF OFFICIAL RELATIONS AS WELL AS FURTHER US EXPORTS POTENTIAL I WOULD LIKE TO BE IN POSITION WHICH DEMONSTRATES US WILLINGNESS AND ABILITY TO SUPPORT GUYANA'S FCH PROGRAM. GNS HAS BEEN ALLOCATED DOLS US FIVE MILLION FOR CAPITAL EXPENDITURES. I BELIEVE A RAPID, SUCCESSFUL NEGOTIATION OF COTTON GIN SALE AND DELIVERY COULD LEAD TO FURTHER GNS INTEREST IN US AGRICULTURAL AND OTHER EQUIPMENT.

UNCLASSIFIED

UNCLASSIFIED

PAGE 03 GEORGE 00346 121754Z

KREBS

UNCLASSIFIED

NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** COTTON, FARM EQUIPMENT, GOVERNMENT PROCUREMENT, FOREIGN ASSISTANCE  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 11 MAR 1975  
**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
**Disposition Action:** n/a  
**Disposition Approved on Date:**  
**Disposition Authority:** n/a  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
**Disposition Date:** 01 JAN 1960  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1975GEORGE00346  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Film Number:** D750086-0907  
**From:** GEORGETOWN  
**Handling Restrictions:** n/a  
**Image Path:**  
**ISecure:** 1  
**Legacy Key:** link1975/newtext/t19750363/aaaacett.tel  
**Line Count:** 108  
**Locator:** TEXT ON-LINE, ON MICROFILM  
**Office:** ACTION COME  
**Original Classification:** UNCLASSIFIED  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
**Original Previous Handling Restrictions:** n/a  
**Page Count:** 2  
**Previous Channel Indicators:** n/a  
**Previous Classification:** n/a  
**Previous Handling Restrictions:** n/a  
**Reference:** 75 GEORGETOWN A-924  
**Review Action:** RELEASED, APPROVED  
**Review Authority:** CollinP0  
**Review Comment:** n/a  
**Review Content Flags:**  
**Review Date:** 03 JUN 2003  
**Review Event:**  
**Review Exemptions:** n/a  
**Review History:** RELEASED <03 JUN 2003 by McShalBA>; APPROVED <27 FEB 2004 by CollinP0>  
**Review Markings:**

Margaret P. Grafeld  
Declassified/Released  
US Department of State  
EO Systematic Review  
05 JUL 2006

**Review Media Identifier:**  
**Review Referrals:** n/a  
**Review Release Date:** n/a  
**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** PM BURNHAM SEEKS USG SUPPORT ON DELIVERY OF COTTON GIN  
**TAGS:** ETRD, BEXP, GY, US, LUMMUS COTTON GIN CO, (BURNHAM, FORBES)  
**To:** STATE  
**Type:** TE  
**Markings:** Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 05 JUL 2006